

-----Original Message-----

From: David Deutch <david@pinnaclehousing.com>  
To: Nancy Muller  
CC: Vicki Robinson  
Sent: Thu Aug 30 08:24:38 2007  
Subject: Location A

I think we really need to study this closely right now as a lot of markets around the State are really, really soft. I mean consistently in the 80's in terms of occupancy all over the State. I believe you have a lot of data and I would think developers would want to share data with you in areas you are lacking such info. Let me know how I can help and I will advance this as an important issue at our upcoming CAHP meeting regarding the 2008 cycle. I chair this subcommittee with Heather Conger and I want to make sure we discuss this important issue as we move forward in the Rule making process for 08.

Let me know your thoughts and appreciate your assistance.

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From: David Deutch <david@pinnaclehousing.com>  
To: Nancy Muller  
CC: Vicki Robinson  
Sent: Thu Aug 30 08:42:06 2007  
Subject: RE: Location A

What I am hearing is the West coast of Florida--Naples to Hillsborough is soft. I don't have units there but this is what I am hearing. I know my west palm beach deal is in the low 90's and my Vero Beach deal is in the upper 80's to low 90's. I am offering free rent to fill up units in both markets. I need to get more folks thinking about this as I am not in every market and simply hear things. I will get on it.

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